

## **REGIONAL MANAGER (CONSUMER BUSINESS)**

**Reference Code** : HLL/HR/022/2023

**Job Title** : REGIONAL MANAGER (CONSUMER BUSINESS)

**Start Date** : 20.09.2023

**End Date** : 15.10.2023

### **Company**

HLL Lifecare Limited (HLL), India's leading manufacturers and marketers of contraceptive, Health Care and Pharma products is a Mini Ratna Central Public Sector Enterprise under the Ministry of Health and Family Welfare. HLL is a global leader in the area of contraceptives, hospital products and healthcare services. With 8 manufacturing units, 3 subsidiary / joint venture companies, 21 regional offices. HLL exports products to over 85 countries. Besides this, HLL is engaged in providing healthcare and diagnostic services, consultancy and contract services for healthcare infrastructure projects and consultancy services for procurement of medical equipment and devices in healthcare sector. Thus, HLL is positioned as a total healthcare solution provider catering to the well-being of the society at large.

### **Department**

CONSUMER BUSINESS DIVISION (CBD)

### **Tasks**

- Achieving revenue of the region Product wise and marketwise targets
- Implementing the strategies and policies of the organization, aligning the frontline team to achieve the product wise, marketwise targets
- Leading the team of ASM and SR team, for achieving the monthly and quarterly targets
- Effectively coordinating with manufacturing, brand management, finance and other cross-functional departments to resolve issues, settlement promotional schemes, compliant handling, new product development, new variants introduction.
- Effectively managing the channel partners, enhancing the coverage to meet the sales goals and objectives
- Implanting the promotional plans for the retention and creation of new customers
- Monitoring of the productivity of SR team, stocks at dept/ factory, taking corrective actions and as when required.
- Ensuring the desired realization for MOODS and thereby achieving the operating profit
- Developing necessary database of customers, preparation of monthly and quarterly reports for management discussion and analysis
- Implementation of marketing policies at par with annual plan goals of the company and thereby ensuring yearly profitability and continuous improvement in turnover in the region.
- Effective monitoring and control on cost reduction measures for overall regional activities and thereby ensuring optimum utilization of marketing budget.
- Any other task assigned by the competent authority from time to time.

## **Requirements**

**Maximum Age** :40 years as on 01.09.2023

**Basic pay range** (For Fixed Term Contract engagement): Rs.35 000 –65 000/- (Senior Manager) / Rs.30,000–50,000/- (Manager)

**Gross Salary:**Rs.65 170.00/- (Senior Manager) / Rs.55,860.00/-(Manager)(in the minimum of the range)

### **Qualification:**

Essential: 1. MBA

2. Knowledge in Computer applications like MS Word and MS Excel

### **Post Qualification Experience:**

Essential:Minimum 5 years relevant experience in sales in OTC/ FMGC products

**No. of Positions** : 3

**Posting Location** :Delhi/ Mumbai/ Kolkata

**Contract Type** : Executive – Contract

**Employment Fraction** : Full-time

### **General Conditions:**

- Applications not in the prescribed format **will not be considered** for selection process and no further communication will be sent separately.
- Application Format can be downloaded from the website.
- Job title and Reference code should be clearly mentioned in the Application form
- SC/ST/OBC/PwD candidates will be eligible for relaxation as per Government of India directives.
- Canvassing in any form will be a disqualification.

**For applying for the post, candidates can send the following details to [recruiter@lifecarehll.com](mailto:recruiter@lifecarehll.com)**

**\*\* (Application in the prescribed format, CV, Copies of All Education & Experience certificates, Salary Slip etc.)**